

Asst. Manager - Sales Operations & Digitization

The Job

- Execute digitization strategy drawn by the organization to improve sales force efficiencies and retailer experience
- Coordinate with the sales team and retail to identify new avenues to enhance current features and services in the existing systems/ platforms whilst introducing new technologies and automation implementation for sales force
- End-to-end project management consisting of Requirement Documentation, Testing, Pilot and Launch to drive usage of Digitization Enablers/Solutions.
- Setting up robust process on data maintenance, query resolution, quality check measures for sales and internal teams.
- Conduct on-the-job and classroom trainings for the sales force on new system roll-outs.
- Work closely with IT, Customer Experience and Marketing functions whilst being the key point of contact/lead of the sales function.
- Introduce and implement new technologies and enablers for the field force and drive the digitization agenda of the organization in retail

The Person

- A Bachelor's Degree or a Professional Qualification in Sales and Marketing
- Minimum 04 years of experience in a similar capacity
- Possess knowledge in new technologies, SFA, digital apps and power BI
- Strong understanding of IT processes
- Project Management skills
- Good written and oral communication skills and presentation skills
- Ability to build and maintain relationships
- An energetic personality with a passion to relate to and support people needs

If you are the best fit for this position, send in your CV to careers.lanka@airtel.com with the job title in the subject heading on or before 25th October 2021